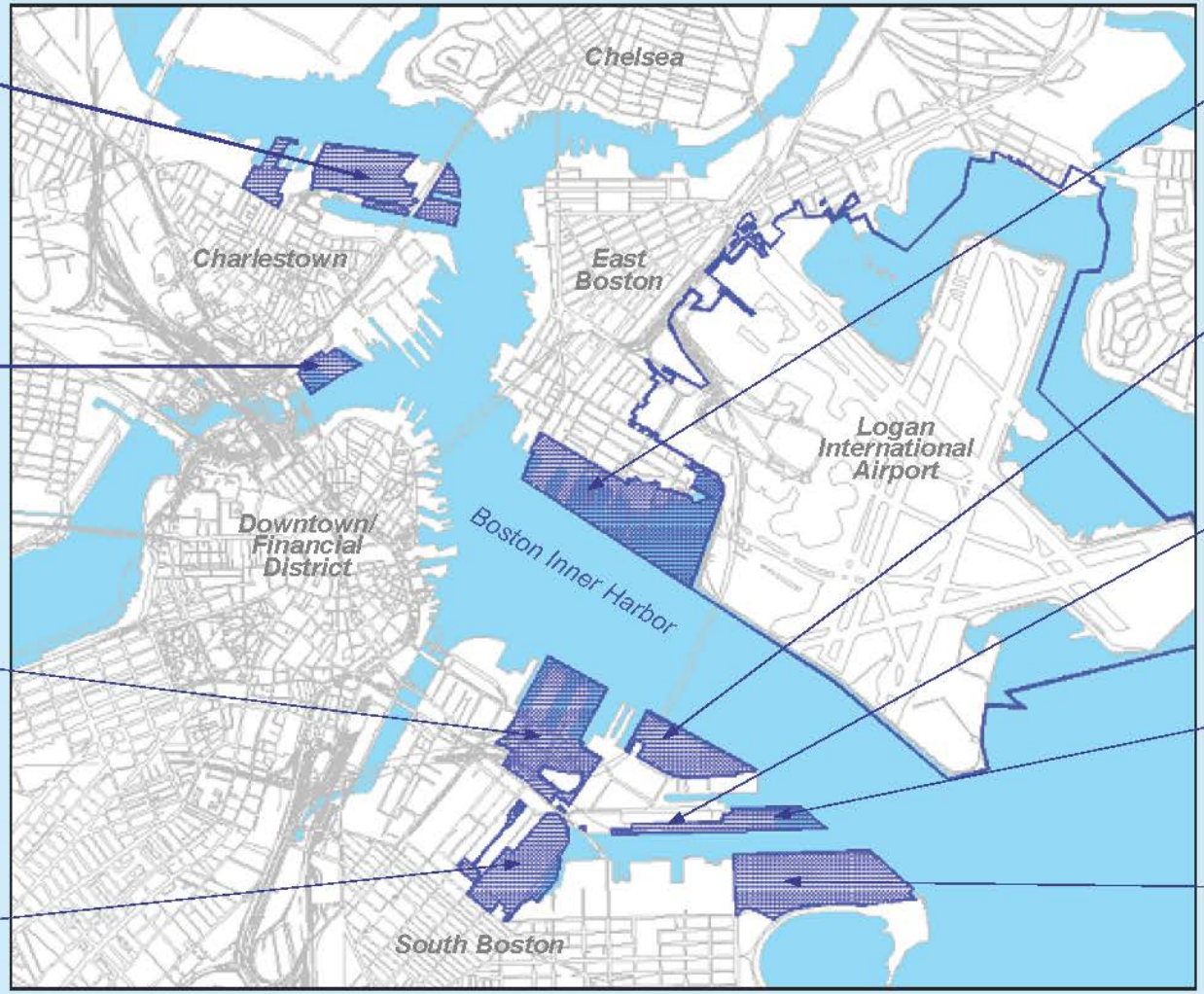
Port Strategic Plan RFQ Consultant Briefing

Massachusetts Port Authority
March 7, 2007

Massachusetts Port Authority

- State Authority
- Board Appointed by Governor
- Self-Financing
- Primary Line Departments and Facilities
  - Aviation Department
    - Logan International Airport
    - Hanscom Field
    - Worcester Airport
  - Maritime Department
    - Port of Boston Terminals
    - Commercial Waterfront Development
  - Tobin Bridge

Massport Property Harborwide



Boston Autoport

Constitution Center/ Constitution Marina

Commonwealth Flats (Mixed-Use)

Fargo Street Terminal

East Boston Piers

Massport Marine Terminal

Black Falcon Cruise Terminal

88 Black Falcon Avenue

Conley Container Terminal

Conley Container Terminal

- 100-acre facility w/two 45′ berths
- >$50 million in capital investments over past decade
- 200,000 TEUs; > 1.3 million tons of cargo handled annually
- 16% growth in cargo exports in 2003, 2004, and 2005
- Imports grew 12% in 2004 and 3% in 2005, topping 86,000 TEUs
- Weekly direct calls to/from Europe and Far East, plus feeder services
- Asian exports grew 59% and imports 21% in 2005, representing 42% of full container volume in Boston

Black Falcon Cruise Terminal

- 102 vessels and 234,000 passengers in 2005
- 100 vessels already booked for 2007, with particular increase in port-of-call landings
- Provides $115 million annual economic benefit to the region
- Number two port in the NE, with equal turnaround to and port of call business to Bermuda, New England/ Canada, and seasonal trans-Atlantic and Caribbean

Massport Marine Terminal

- 40-acre site leased from EDIC through 2070
- Excellent highway access to region and Logan Airport; deepwater berth; potential for rail connection
- 10-acre western area developed for seafood use
- Cargo Ventures, LLC and Boston Freight Terminals selected for 25-acre eastern site
- Planning 470,000 sf of warehouse space and 5+ acres for bulk cargo
- Construction start expected in 2007

Growing Cruise Business

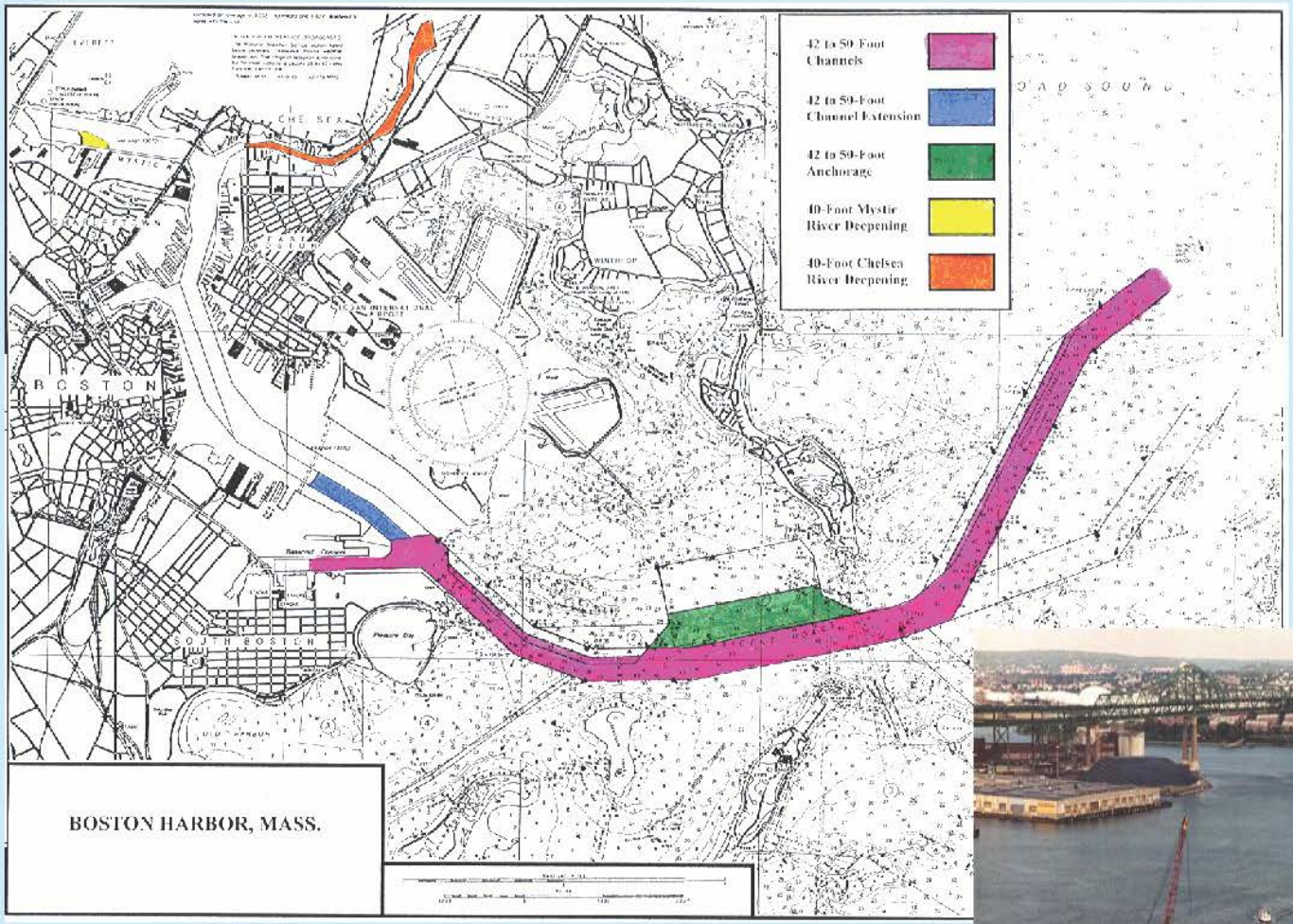
- Build on excellent access to Logan, South Station, and highways coupled with strong demographic base
- Cruise lines seeking new home ports with modern facilities
- Current facility not capable of handling larger vessels, carrying up to 4,000 passengers and multiple vessel days
- A second cruise terminal is needed to sustain and grow cruise operations for new builds
- Maritime Department issued a RFEI in October 2006; responses currently under review
- Project seeks cruise-related support in two specific areas: facility design review and transportation/access

Strengthening Port Transportation Connections

- Highways and Truck Routes
  - TWT links South Boston to Logan Airport and points north
  - Direct I-90 and I-93 ramp access
  - Massport Haul Road and South Boston By-pass Road segregate major truck moves
  - Potential dedicated truck route to Conley Terminal
- Dredging
  - Scheduled maintenance dredging in 2007
  - Feasibility study for improvement dredging near completion
- Rail
  - Reconnection of Track 61
  - Potential extension of rail to Massport Marine Terminal
  - Potential extension of rail to Conley Terminal

Truck and Rail Access Infrastructure

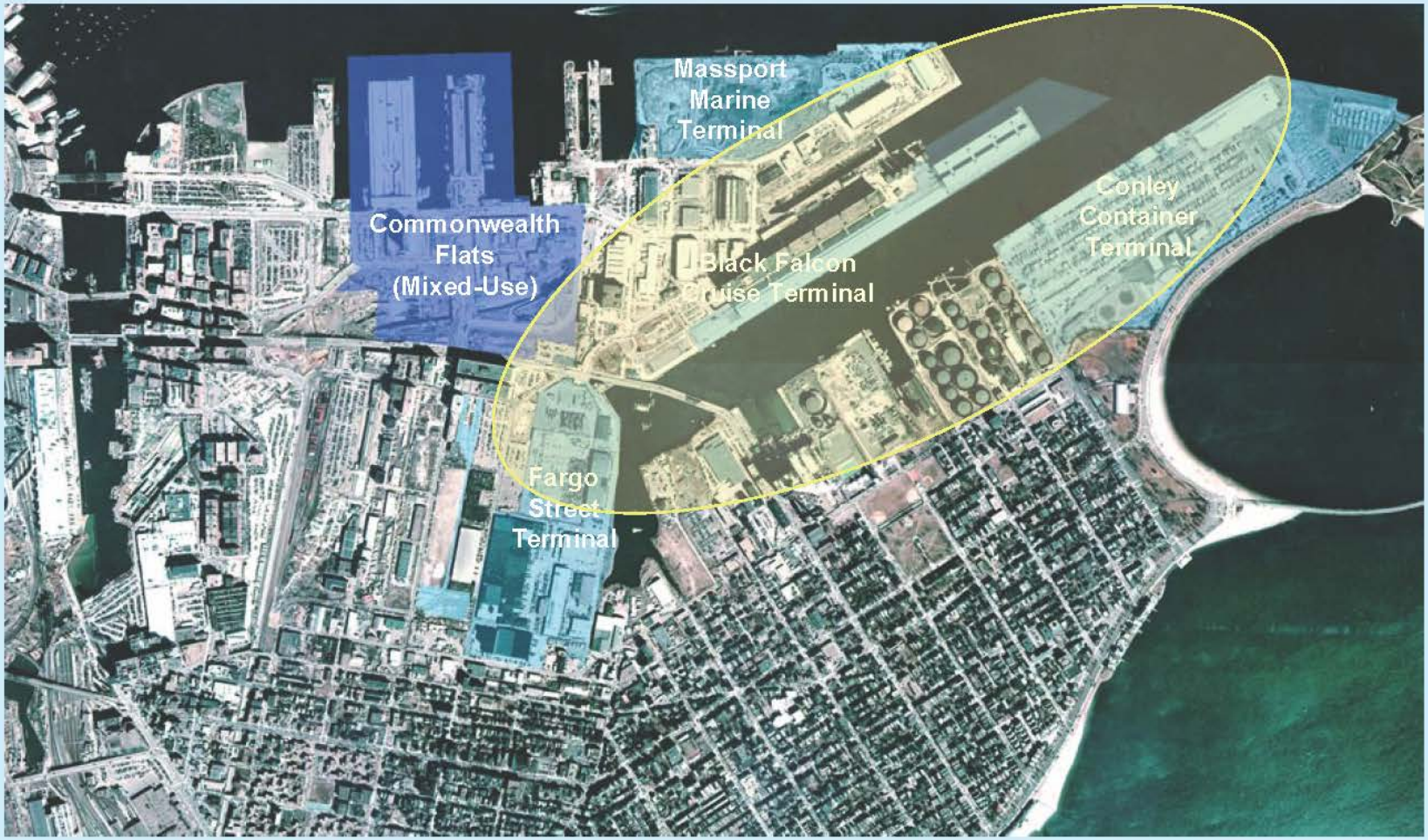
Proposed Channel Deepening Project



Strategic Plan Scope

- Prepare and evaluate **physical and financial plan scenarios** that address projected port operations out to 2025
  - Building on existing resources and industry knowledge, develop projections of trade demand and facility performance requirements to serve expected container growth
  - Prepare conceptual land use and transportation scenarios necessary to meet projected demand, along with implementation schedules
  - Develop revenue and cost (operating and capital) estimates
  - Prepare a financing strategy to support long-term (5 to 20 year) program proposals
- Identify and evaluate **potential impacts** – transportation, community, and environmental – for various scenarios
- Summarize **regional economic impact** of preferred scenarios

Primary Plan Study Area



M/WBE Participation / AA & EEO Efforts

- Massport strongly encourages qualified minority and women owned firms to submit proposals as the lead firm
- Massport strongly encourages non-M/WBE firms to use qualified minority and women owned firms in the award of subcontracts, and in the procurement of materials, equipment, and services
- The State Office of Minority and Women Business Assistance website (www.SOMWBA.com) includes directory of certified M/WBE firms
- Yasmin Sheriff, Deputy Director, Diversity Department at 617/568-3198 with questions or assistance with SOMWBA directory

RFQ Process

- Qualifications Statements due to Massport corporate offices by **12:00 noon on Friday, March 30, 2007**
- Mail or deliver to:

  Andrew G. Hargens, AICP
  Economic Planning and Development Department
  One Harborside Drive, Suite 200S
  East Boston, MA 02128-2909

- Massport is planning a two-step selection process that will include interviews of short-listed firms

RFQ Requirements

- Clear and concise document that highlights relevant experience, structure, and availability of an integrated team
- 40-page, double-sided bound 8 ½ x 11 document, must include:
  - Cover letter
  - An approach statement
  - Statement of experience, project descriptions and resumes
  - Project team organizational chart, identifying availability of Project Manager and key project personnel
- Identify reference contacts associated with highlighted projects

Information Available for Review

- Port of Boston Economic Development Plan (1995)
- Marine Terminal Optimization Program (1997)
- Port of Boston Competitive Task Force (1998)
- Feasibility Study Conley Terminal Truck Road (1998)
- Massport Economic Impact Report (2006)
- Black Falcon Cruise Terminal RFEI (October 2006)
- Boston Harbor Channel Deepening Project (DRAFT) Revised Economic Benefit Analysis (January 2007)
- Contact Christy Merullo at cmerullo@massport.com or 617/568-1055 to schedule a review of these documents
- Additional information documenting recent port activity is available at www.massport.com

Q & A

Questions